

# Odds & Ends *from NCWA*

*You are invited. . .*

Please join the wholesalers, reps and manufacturers from our region who will attend the annual NCWA convention on June 7 - 8 at Sawmill Creek Resort, Huron/Sandusky, OH.

We have arranged an excellent program and you are welcome to attend any or all of the event.

**Todd Teter will be the opening speaker** at 1:30 p.m. on June 7 and will provide the audience with our annual industry status report. Teter is vice president/general manager (U. S. wholesale) for Moen, Inc.

The second presentation on June 7 will be a **panel program featuring mechanical contractors** who have been asked to talk about how they prefer to do business with wholesalers, manufacturers and rep agencies. The panel will be moderated by Pete Lewnes of Preferred Sales.

The NCWA convention also will feature a **tabletop trade show, reception and annual banquet** on June 7. On June 8 we will assemble for breakfast and then have an optional **golf tournament** on the resort's Tom Fazio golf course.

## AGENDA

### *Monday, June 7*

- 1:30 p.m. – presentation by Todd Teter
- 3:15 p.m. – panel of mechanical contractors
- 4:30 p.m. – tabletop display program
- 5:00 p.m. – reception in display area
- 6:30 p.m. – displays close
- 7:00 p.m. – banquet (installation of officers)

### *Tuesday, June 8*

- 6:45 a.m. – group buffet breakfast
- 8:00 a.m. - shotgun start golf scramble

## Why Attend?

*The convention lasts less than 24 hours*

Our compact format allows you to accomplish a lot in a short period and not take very much time away from your business. You can arrive at 1:30 p.m. on Monday, attend two great programs, the tabletop trade show (including reception), banquet and then relax after dinner with vendors or peers. At 6:45 a.m. on Tuesday there is a group breakfast. You can be on your way home soon after or stay and play golf with industry friends on the resort's Tom Fazio Golf Course. (Even if you stay for golf you will be finished before 1:30 p.m.)

*Partial registrations are available*

If you only have a few hours to spare you can arrive at 1:30 p.m. for the speakers, visit the tabletop show, have a beverage and be on your way home by 6:30 p.m.

*This is one of the least expensive events in the industry*

*All speakers understand the PHCP industry*

*Vendors are key manufacturers and rep firms*

*This is a great place to network with your peers*



3271 Springcrest Drive, Hamilton, OH 45011-8229  
(513) 895-0695 (800) 537-6585 FAX: (513) 895-1739  
www.asa4.org e mail: dan310@earthlink.net  
Jay Hults, Pres. Dan Schlosser, Exec. VP

Todd  
Teter

Moen



As vice president and general manager - U.S. Wholesale, Teter is responsible for defining, developing and implementing strategies for the growth of Moen's Wholesale Business Unit, which targets wholesale single family and non-single family builders, plumbing showrooms, plumbers and distributors. His role incorporates areas such as new product development, channel/target marketing, product development, sales, finance, operations, communications and more.

Teter joined Moen in 2001 as VP of Channel Management. He then served as VP Product Marketing for one year and V P and GM of Moen's Retail Business Unit for three years, where he made significant contributions in deploying a new vision, mission, platform strategies and cultural drivers for this focus area of the company.

Prior to Moen, Teter worked in sales and marketing management positions with Procter & Gamble, NuTone, Florida Tile and Paper Pak Industries.

Teter graduated from John Carroll University with a bachelor's degree in Management. He also attended the Williams Management PLC Senior Management Programme at Templeton College in Oxford, England.

## *Sawmill Creek Resort*

([www.sawmillcreek.com](http://www.sawmillcreek.com))

Sawmill Creek Resort in Huron/Sandusky is nestled on the shores of Lake Erie. The Lodge and 18-hole Tom Fazio Golf Course are set on 235 acres. The Lodge features 240 deluxe guest rooms and suites, creative cuisine at Salmon Run Restaurant with patio dining, casual fare in Trappers Deli, indoor and outdoor pools, game room and casual lobby sitting rooms with decor themed to reflect the North American Woodland Indian.

Step out of the Lodge to experience the lakefront beach, tennis and the Sawmill Creek Shops. Stroll down to the marina on Lake Erie or enjoy Sheldon Marsh Nature Preserve, representing some of the last remaining undeveloped stretches of shoreline in the Sandusky Bay region.

World famous Cedar Point Amusement/Coaster Park is a short five-mile drive from the Resort and is a premier destination for family fun. This Lake Erie Shores and Islands Region offers a wide range of exploring from the quaint lakefront towns, the Lake Erie Islands, maritime museums and wineries all combine to create enjoyable memories.

### LODGING:

Call 1/800-729-6455 or 419-433-3800 or register on line ([www.sawmillcreek.com](http://www.sawmillcreek.com) and use the code North Central Wholesalers Assn.) If you call be sure to tell them you want a room in our block. The room rate is \$120 plus tax. **THE ROOM BLOCK WILL BE RELEASED ON MAY 7.**

## *Cedar Point*

([www.cedarpoint.com](http://www.cedarpoint.com))

Cedar Point includes 75 rides. Among them are a total of 17 roller coasters plus thrill, carousel, children's, spinning/circular, tranquil and water rides.

You can buy 4-pack discount tickets on line, there are discounts from groups like AAA or if there is enough interest NCWA can arrange for a purchase of group tickets (minimum of 15 people).

**ASA Warehouse  
Seminar  
Is March 25th**

**FINDLAY, OH**

***Essentials of Profitable  
Warehouse Operations***  
featuring Jason Bader

Jason Bader, managing partner of Distribution Team, Inc., specializes in inventory management training, business operations consulting and technology utilization.

Jason brings more than 20 years of experience in managing large and small distribution facilities to teach his audience how to overcome challenges in warehouse operations. He emphasizes practical experience in all his teaching.

***Essentials of Profitable Warehouse Operations***©, authored by **Robert Footlik**, is the fourth course in the popular series of comprehensive training programs written exclusively for the wholesale distribution channel.

The course is geared toward warehouse employees, especially those on the supervisor-track. Any team member whose job is related to a smooth-running and efficient warehouse will benefit.

Beginning with an explanation of how the wholesale distribution business works, the course moves quickly to introduce key members of the warehouse team and explains how they contribute to an effective operation.

Next comes an in-depth treatment of the orderly flow of materials from receiving through stocking, picking, packaging and delivery.

Critical concerns like safety and security are also well covered. The course wraps up with examples of continuous improvements and how the warehouse employee can grow as a professional within the distribution business.

All who attend will receive a full day of instruction, a copy of the course book, an on-line final exam, a certificate of completion.

***The registration form is posted at [www.asa4.org](http://www.asa4.org).***

**Officers / Directors  
Nominated**

The following slate of candidates has been nominated for election as officers and directors of NCWA. If elected they will take office at the NCWA regional convention on June 7 at Sawmill Creek Resort.

**President** - John Strong  
Economy Plumbing Supply, Indianapolis, IN

**Vice President** - Rick Waters  
J. O. Galloup Co., Battle Creek, MI

**Treasurer** - Kevin MacDonald  
MacDonald Supply, Findlay, OH

**Immediate Past President** - Jay Hults  
Progressive Plumbing Supply, Warren, MI

**Director** - Jeffrey New  
Mid-City Supply, Elkhart, IN

**Director** - Gary Glanzman  
Eastway Supplies, Columbus, OH

**Director** - Scott Robertson  
Robertson Heating Supply, Alliance, OH

**Director** - Patrick Hughes  
JABO Supply, Huntington, WV

**Director** - Dave Whitney  
Whitney Company, Northwood, OH

**Secretary/Executive VP** - Dan Schlosser  
North Central Wholesalers Assn.

*(John Strong and Jeff New serve as NCWA representatives to the ASA Board of Directors.)*

**RIGHT OF PETITION** - Additional candidates can be nominated by petition bearing the signatures of at least 10 member firms. Petitions need to be filed with the secretary within 15 days after this notice has been mailed. If no petition is filed, the nominations shall be closed and the nominated slated declared elected and assume office at the convention in June.



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**REGISTRATION FORM**

**2010 NCWA Regional Convention**

**Monday, June 7 / Tuesday, June 8, Sawmill Creek, Huron, OH**

Company \_\_\_\_\_

Mailing address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ FAX \_\_\_\_\_ E Mail \_\_\_\_\_

\_\_\_ # Standard registration @ \$125 ea. \$ \_\_\_\_\_

(includes speakers, show, reception, dinner; Tuesday breakfast)

Multiple discounts available! The first 2 people from your company pay the standard \$125 each. Additional people may register for \$99 each

\_\_\_ # Spouses (standard registration) @ \$ 99 ea. \$ \_\_\_\_\_

\_\_\_ # **PARTIAL** (includes speakers/trade show) @ \$ 40 ea. \$ \_\_\_\_\_

\_\_\_ # Golf outing participants @ \$ 95 ea. \$ \_\_\_\_\_

Shotgun start **8:00 a.m.**; scramble; includes greens fees, cart, sleeve of balls, beverage tickets, lunch and eligibility for contest prizes.

**Total registration fees** \$ \_\_\_\_\_

Who will attend the convention from your company?

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The following will play in the golf scramble:

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18 hole score or handicap\_\_\_\_\_

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18 hole score or handicap\_\_\_\_\_

Please send **both pages** of this form to:

**North Central Wholesalers Assn.**

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